

Message Text

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ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 SP-02 ICA-11 AID-05
NSC-05 TRSE-00 SS-15 STR-07 OMB-01 CEA-01 FRB-03
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COM/BIEPR/OCA/RESIMPSON

STATE/EA/J/HCOCHRAN

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P 280208Z SEP 78
FM SECSTATE WASHDC
TO AMEMBASSY TOKYO PRIORITY

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E.O. 11652: N/A

TAGS: ETRD, JA

SUBJECT: TRADE FACILITATION COMMITTEE -- FOURTH SENIOR
REVIEW COMMITTEE (SRC) MEETING.

1. SUGGEST AGENDA FOR SUBJECT MEETING AS FOLLOWS: (1)
BRIEF REVIEW OF TRENDS IN U.S.-JAPAN TRADE; (2) REVIEW OF
TFC ACTIVITIES TO DATE -- EXPORT DEVELOPMENT ACTIVITIES
AND MARKET ACCESS CASES; (3) FUTURE TRADE DEVELOPMENT
ACTIVITIES AND MARKET ACCESS CASES; AND (4) OTHER
BUSINESS.

2. CONSIDERING SHORT TIME BETWEEN SUBJECT MEETING AND
LAST SRC MEETING, WE BELIEVE THAT THEME OF THIS MEETING
MIGHT BEST BE A PREVIEW OF THE TFC'S SECOND YEAR AND THAT
WE WOULD THEREFORE PLACE EMPHASIS ON AGENDA TOPIC (3)
ABOVE. UNDER THAT AGENDA TOPIC WE WOULD COMMENT ON THE
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GROWING NUMBER OF INDUSTRY-WIDE CASES THAT WE EXPECT TO
RAISE IN THE TFC. WE WOULD ALSO COMMENT ON PRIVATE SECTOR
MARKET ACCESS IMPEDIMENTS ALONG FOLLOWING LINES: AMERICAN

FIRMS ATTEMPTING TO SELL IN JAPAN ARE OFTEN OPERATING IN A
MARKETING ENVIRONMENT DOMINATED BY TRADITIONAL SUPPLIER/
BUYER RELATIONSHIPS THAT RESTRICT MARKET ENTRY. THESE

RELATIONSHIPS MAY REFLECT, INTER ALIA, A TRADITIONAL PREFERENCE TO "BUY JAPAN"; FINANCIAL AND/OR MARKETING ASSISTANCE OF ONE BY THE OTHER (BY THE SUPPLIER TO THE BUYER OR "VICE VERSA"); OR RESTRICTIVE PRACTICES BY ONE OR MORE JAPANESE FIRMS AIMED AT DOMINATING THE MARKET AND LIMITING COMPETITION. PURPOSE FOR RAISING THIS SUBJECT IS TO ADVISE JAPANESE OF WHAT WE PERCEIVE TO BE MARKET ACCESS PROBLEMS AND TO SUGGEST THEY GIVE SOME THOUGHT TO POSSIBLE ACTIONS TO MINIMIZE THIS PROBLEM. (FYI WE WILL BE SENDING EMBASSY SHORTLY A POSSIBLE TFC CASE INVOLVING ALLEGED UNFAIR BUSINESS PRACTICE BY LEADING JAPANESE

MANUFACTURER OF MUSICAL INSTRUMENTS TO PREVENT COMPETITIVE IMPORTS OF MUSICAL SYNTHESIZERS. (END FYI)

3. WE WELCOME EMBASSY COMMENTS AND SUGGESTIONS RE SUBJECT MEETING.

4. WE CONFIRM THAT SRC MEETING BE HELD AFTERNOON OF OCTOBER 12. CHRISTOPHER

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Message Attributes

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Draft Date: 28 sep 1978
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Review Exemptions: n/a
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Review Release Date: n/a
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